

Message Text

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TO SECSTATE WASHDC 2895

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SUBJ: MULTILATERAL TRADE NEGOTIATIONS (MTN) - COUNTRY PROFILES
ON SELECTED PARTICIPANTS

REF: STATE 181868

FOLLOWING IS REQUESTED MATERIAL FOR ITEMS 2, 3 AND
ANNEXES A AND B OF COUNTRY PROFILE FOR SPAIN:

ITEM 2. ECONOMIC AND POLITICAL BASIS FOR COUNTRY'S MTN
APPROACH

SINCE THE END OF THE CIVIL WAR IN 1939 SPAIN HAS BEEN
GOVERNED BY AN AUTHORITARIAN REGIME HEADED BY GENERAL
FRANCISCO FRANCO. ALTHOUGH HE IS NOW AGED (83), FRANCO IS
STILL VERY ACTIVE AND CONTINUES TO DOMINATE THE SPANISH
POLITICAL SCENE AND TO MAKE ALL MAJOR DECISIONS. THE
ECONOMY IS PATTERNED ON THE "CORPORATE STATE" DEVELOPED IN
ITALY IN THE 1930'S, AND THE GOVERNMENT EXERCISES A HIGH
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DEGREE OF CONTROL OVER ECONOMIC POLICY. IT IS, IN ADDI-

TION, A SUBSTANTIAL PARTICIPANT IN THE ECONOMY WITH OWNERSHIP OF THE MAJOR TRANSPORTATION SYSTEMS AND HEAVY INVESTMENTS IN BASIC INDUSTRIES.

THE FRANCO REGIME BECAUSE OF ITS IDEOLOGICAL ORIENTATION AND ITS EARLIER SUPPORT FROM NAZI GERMANY AND FASCIST ITALY HAS NEVER BEEN FULLY ACCEPTED BY THE OTHER EUROPEAN COUNTRIES. THE SPANISH NATIONAL EXPERIENCE SINCE THE END OF THE CIVIL WAR HAS LARGELY BEEN ONE OF POLITICAL AND ECONOMIC ISOLATION FROM THE REST OF EUROPE. SPAIN IS NOT A MEMBER OF THE EEC OR NATO NOR OF ANY OTHER POLITICAL OR ECONOMIC GROUPING. ALTHOUGH RELATIONS WITH THE UNITED STATES HAVE BEEN CLOSE, SPAIN TO A CONSIDERABLE EXTENT HAS HAD TO RELY UPON ITS OWN RESOURCES BOTH REAL AND PSYCHOLOGICAL. BECAUSE OF ITS RELATIVE ISOLATION, WHICH WAS PARTIALLY OVERCOME WITH SPAIN'S ADMISSION TO THE U.N. IN 1955, IT FEELS ITSELF TO BE IN A SOMEWHAT MORE PRECARIOUS SITUATION THAN ITS EUROPEAN NEIGHBORS.

DURING THE LAST DECADE SPAIN HAS BEEN NEAR THE TOP AMONG THE FASTEST GROWING ECONOMIES IN THE WORLD. GROWTH IN REAL GNP HAS AVERAGED AROUND NINE PERCENT PER ANNUM IN THIS PERIOD, ALTHOUGH THIS RATE HAS DROPPED SHARPLY OVER THE PAST TWO YEARS. SPAIN'S INDUSTRIAL GROWTH HAS BEEN PARTICULARLY IMPRESSIVE, MAKING SPAIN THE THIRTEENTH LARGEST STEEL, NINTH LARGEST AUTO PRODUCER AND FOURTH LARGEST SHIP BUILDER IN THE WORLD. IT HAS ALSO ENABLED SPAIN TO BECOME ONE OF THE LEADING EXPORTERS OF SHOES, PROCESSED FOODS, STEEL PRODUCTS, TIRES, SHIPS. AUTOS AND BOOKS. SPAIN HAS REDUCED ITS FORMER DEPENDENCE ON AGRICULTURE AND JOINED THE RANKS OF THE INDUSTRIAL NATIONS. WHILE IT CAN NO LONGER BE STRICTLY CONSIDERED AN UNDERDEVELOPED COUNTRY (1974 GNP IS ESTIMATED AT ABOUT \$75 BILLION, NINTH AMONG THE 24 MEMBERS OF THE OECD, AND ITS PER CAPITA GNP NOW EXCEEDS \$2,000), LIVING STANDARDS STILL LAG BEHIND THE REST OF WESTERN EUROPE AND THE GOS IS PRONE TO ASSERT THAT IT IS STILL A "DEVELOPING COUNTRY" DESERVING OF SPECIAL CONSIDERATION.

SPANISH ECONOMIC DEVELOPMENT HAS TAKEN PLACE WITH THE AID OF CONSIDERABLE PROTECTION. SPAIN IS A RELATIVELY HIGH TARIFF COUNTRY WITH MOST IMPORTS DUTIABLE AT RATES RANGING LIMITED OFFICIAL USE

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FROM 10 PERCENT TO 35 PERCENT, AND ABOUT A THIRD OF ITS IMPORTS ARE UNDER QUANTITATIVE OR OTHER GOVERNMENT CONTROLS. THUS, SPANISH INDUSTRY HAS BEEN SUBJECTED TO LITTLE EXTERNAL COMPETITION AND IS NOT AS EFFICIENT AS IT MIGHT OTHERWISE BE. THE INDUSTRIAL SECTOR IS NERVOUS ABOUT THE POSSIBILITY OF THE PROTECTIVE STRUCTURE'S BEING DISMANTLED BEFORE IT IS READY TO COMPETE ON FAVORABLE TERMS. SINCE EMPHASIS WILL CONTINUE TO BE PLACED ON DEVELOPMENT OF HEAVY

INDUSTRY, PARTICULARLY STEELS, CHEMICALS AND VEHICLES, PROTECTION OF THESE AND OTHER INDUSTRIES WILL BE OF CONCERN TO THE GOS FOR SOME TIME TO COME. GENUINE ECONOMIC IMPEDIMENTS, THEREFORE, STAND IN THE WAY OF SPAIN'S EARLY ADMISSION TO THE EEC IN ADDITION TO THE POLITICAL OBSTACLES.

RAPID INDUSTRIAL DEVELOPMENT HAS ALSO BROUGHT SHARPLY INCREASED IMPORT REQUIREMENTS FOR MACHINERY AND RAW MATERIALS AND CREATED AN INFLEXIBLE IMPORT STRUCTURE. SINCE UPWARDS OF 90 PERCENT OF ALL SPANISH IMPORTS CONSIST OF PRODUCER GOODS, FUELS, FEED AND FOOD GRAINS OR INDUSTRIAL RAW MATERIALS, SPAIN CAN DO LITTLE TO REDUCE ITS IMPORT BILL WITHOUT CURTAILING GROWTH RATES OR REDUCING LIVING STANDARDS. ON THE OTHER HAND, SPANISH EXPORTS CONTAIN A HIGHER PERCENTAGE OF CONSUMER AND OTHER GOODS WHICH ARE SUBJECT TO CYCLICAL DEMAND PHENOMENA AND GROW AT A SLOWER PACE THAN IMPORTS. HIGHER FUEL AND RAW MATERIALS PRICES COUPLED WITH THE RECESSION IN THE INDUSTRIAL COUNTRIES HAVE BROUGHT SPAIN'S BALANCE OF PAYMENTS INTO DEFICIT, PUTTING THE RATHER CONSIDERABLE SPANISH RESERVES (ABOUT \$6 BILLION) UNDER PRESSURE. SPAIN HAS BECOME ACCUSTOMED IN RECENT YEARS TO A COMFORTABLE RESERVE CUSHION AND THE GOS IS EXHIBITING MORE NERVOUSNESS ABOUT ITS RESERVE SITUATION THAN IS PROBABLY WARRANTED AT LEAST OVER THE SHORT TERM BY OBJECTIVE FINANCIAL CONSIDERATIONS. RECOGNIZING THAT IT IS LOCKED INTO HIGH AND GROWING IMPORT REQUIREMENTS IT HOPES TO OFFSET THE HIGHER IMPORT BILLS BY PROMOTION OF EXPORTS.

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MOST SPANIARDS ARE LOOKING TO THE POST-FRANCO ERA TO PROVIDE A MORE PARTICIPATORY SYSTEM THAN THE PRESENT ONE, ALTHOUGH THERE IS A GREAT DEAL OF UNCERTAINTY ABOUT THE NATURE OF SUCH A SYSTEM AND HOW SMOOTH THE TRANSITION WILL BE. IT IS GENERALLY AGREED, HOWEVER, THAT THE STATE OF THE ECONOMY WILL BE A VITAL INGREDIENT IN DETERMINING THE DEGREE OF DISRUPTION THAT CAN BE EXPECTED IN THE TRANSITIONAL PHASE. THE NEED TO MAINTAIN A HEALTHY ECONOMY IS THUS AN IMPORTANT CONSIDERATION TO SPANISH OFFICIALS AS THEY CONTEMPLATE THE MTN NEGOTIATIONS.

CLOSE RELATIONS WITH THE UNITED STATES HAVE BEEN A KEYSTONE OF SPANISH FOREIGN POLICY OVER THE PAST TWO DECADES. IN RECENT YEARS, HOWEVER, SPAIN HAS INCREASINGLY COME TO SEE ITS DESTINY AS BEING TIED TO EUROPE AND HAS BEGUN TO ORIENT ITS POLICIES IN THAT LIGHT. IN 1970 IT SIGNED A PREFERENTIAL TRADE AGREEMENT WITH THE EUROPEAN COMMON MARKET LOOKING TOWARD EVENTUAL FULL ACCESSION TO THE EEC. NEGOTIATIONS ON A CLOSER RELATIONSHIP WITH THE EEC HAVE PRODUCED FEW RESULTS AND IT IS PROBABLE THAT SPANISH MEMBERSHIP WILL NOT BE POSSIBLE WHILE

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FRANCO REMAINS IN POWER. HOWEVER, THE DESIRE FOR A CLOSER ECONOMIC RELATIONSHIP WITH EUROPE CAN BE COUNTED AS A CONSTANT IN SPANISH POLICY, CERTAINLY OVER THE MEDIUM TERM.

BILATERAL TRADE WITH THE UNITED STATES IS HEAVILY IN OUR FAVOR AND GROWING MORE SO -- OVER THE PAST THREE YEARS THE CUMULATIVE SURPLUS ON TRADE ACCOUNT HAS AMOUNTED TO \$2.8 BILLION. MUCH OF THIS IS OFFSET BY TOURIST EARNINGS OR CAPITAL INFLOWS FROM THE US, BUT IT IS A POINT THAT SPANISH OFFICIALS AND THE MEDIA ARE WONT TO CITE AS AN ADVERSE FACTOR IN OUR BILATERAL RELATIONS. IT IS LIKELY THAT THE UPWARD TREND IN THIS IMBALANCE WILL CONTINUE FOR THE NEAR FUTURE.

ALTHOUGH SPAIN IS ANXIOUS TO PARTICIPATE IN THE MTN AS IN ALL OTHER INTERNATIONAL FORA, IT DOES NOT REGARD THE MTN AS LIKELY TO HOLD MANY ADVANTAGES FOR SPAIN. SPAIN IS NOT A DEDICATED FREE TRADER, AND IT MUST BE WARY OF PROTECTING ITS YOUNG AND GROWING INDUSTRIES AND ITS NASCENT RELATIONSHIP WITH THE EEC. IT ALSO HOPES TO OBTAIN ADVANTAGES FOR ITS EXPORTS WITHOUT ADDING DISPROPORTIONATELY TO ITS HEAVY IMPORT BILL. WHEN THESE FACTORS ARE ADDED TO THE UNCERTAINTIES OF

THE PROSPECTIVE POLITICAL TRANSITION, SPAIN'S ATTITUDE TOWARD THE MTN IS NOT LIKELY TO BE MUCH MORE ADVENTUROUS THAN THE CAUTIOUS APPROACH IT ADOPTED DURING THE KENNEDY ROUND.

ITEM 3. COUNTRY POLICIES AND MECHANISMS TO ACHIEVE TRADE OBJECTIVES

INCOME FROM CUSTOMS RECEIPTS INCLUDING THE ASSOCIATED COMPENSATORY TAX, AMOUNTS TO ONLY SEVEN OR EIGHT PERCENT OF TOTAL GOVERNMENT REVENUES, AND THE IMPORTANCE OF THE TARIFF SYSTEM LIES IN THE PROTECTION IT AFFORDS SPANISH PRODUCERS RATHER THAN THE INCOME IT YIELDS. THE PROTECTIVE NATURE OF THE SYSTEM IS UNDERSCORED BY PROVISIONS FOR TEMPORARILY REDUCING RATES FOR CAPITAL GOODS AND COMMODITIES IN SHORT SUPPLY IN THE DOMESTIC MARKET. THE GOS FREQUENTLY MAKES USE OF THIS PROVISION TO VARY DUTIES IN ACCORDANCE WITH DOMESTIC SUPPLY CONDITIONS.

SPAIN HAS QUANTATIVE RESTRICTIONS ON A SMALL PERCENTAGE OF ITS IMPORTS AND CONTROLS THAN THROUGH ITS IMPORT LICENS-LIMITED OFFICIAL USE

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ING SYSTEM BASED ON ALLOCATION OF FOREIGN EXCHANGE. THERE ARE FOUR PRINCIPAL LICENSING REGIMENS. THE MAJORITY OF IMPORTS (65 TO 70 PERCENT, DEPENDING ON THE YEAR) ENTER UNDER THE LIBERALIZED REGIMEN WHICH MEANS THERE ARE NO LIMITS ON FOREIGN EXCHANGE USED FOR THESE IMPORTS. STATE TRADED COMMODITIES CONSISTING LARGELY OF PETROLEUM PRODUCTS, TOBACCO, CERTAIN BASIC FOODSTUFFS, AND RAW MATERIALS ACCOUNT FOR 10 TO 13 PERCENT OF TOTAL IMPORTS. THESE ITEMS ARE IMPORTED BY THE STATE SINCE THEY ARE IN TURN DISTRIBUTED THROUGH STATE MONOPOLIES OR AGENCIES. SOME 5 TO 7 PERCENT OF IMPORTS COME UNDER GLOBAL QUOTAS WHICH ARE SPECIFIC ALLOCATIONS OF FOREIGN EXCHANGE FOR IMPORTS OF VARIOUS ITEMS. IT SHOULD BE NOTED THAT ACTUAL ALLOCATIONS USUALLY EXCEED QUOTAS BY SIGNIFICANT AMOUNTS. TRADE UNDER BILATERAL AGREEMENTS ACCOUNT FOR ABOUT 6 PERCENT OF TOTAL IMPORTS AND PAYMENTS ARE USUALLY COVERED BY SEPARATE AGREEMENTS.

THE GLOBALIZED QUOTAS ARE THE ONLY PORTION OF THE SYSTEM THAT SERVE AN AVOWEDLY PROTECTIVE PURPOSE. THE STATE AND BILATERAL TRADING REGIMENS ALLOW THE GOVERNMENT TO REGULATE DOMESTIC SUPPLY AND PRICES AND, IN THE LATTER CASE, TO PURSUE POLITICAL OBJECTIVES. PRIOR TO THE STRAITENED BALANCE OF PAYMENTS SITUATION OF THE LAST TWO YEARS, SPAIN WAS RETHINKING ITS IMPORT POLICY AND MOVING SLOWLY IN THE DIRECTION OF A MORE LIBERALIZED REGIME. OVER THE PAST SIX MONTHS, A NUMBER OF ITEMS WHICH HAD BEEN REMOVED FROM QUOTA RESTRICTIONS HAVE AGAIN BEEN PLACED UNDER QUOTAS IN RESPONSE TO BALANCE OF PAYMENTS PRESSURES. INFLATION OVER THE PAST TWO AND A HALF

YEARS HAS AVERAGED ABOVE 15 PERCENT AND IS A SOURCE OF
SERIOUS CONCERN TO THE GOS. IN THIS CIRCUMSTANCE, THE MAINTENANCE OF ORDERLY MARKETS IN FOODSTUFFS AND RAW MATERIALS THROUGH THE STATE TRADING MECHANISM ASSUMES GREATER IMPORTANCE. BALANCE OF PAYMENTS AND DOMESTIC PRICE CONSIDERATIONS TEND TO REDUCE THE AMOUNT OF "GIVE" IN THE SPANISH POSITION ON THESE NON-TARIFF BARRIERS.

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THE NATIONAL DEFENSE OF THE SPANISH ECONOMY LAW WHICH DATES FROM 1939 REQUIRES GOVERNMENT AGENCIES AND ENTITIES TO PURCHASE FROM SPANISH SUPPLIERS WHEN AN ITEM IS MANUFACTURED IN SPAIN. BECAUSE OF THE SIZE OF THE SPANISH PARTICIPATION IN THE ECONOMY THIS PROVISION COULD HAVE A SERIOUS DISTORTING EFFECT ON IMPORTS, BUT IT IS OBSERVED MAINLY IN THE BREACH AND THE EFFECT ON IMPORTS IS MINIMAL.

AS NOTED ABOVE, SPAIN HAS A PREFERENTIAL TRADE AGREEMENT WITH THE EEC. RECENT NEGOTIATIONS DESIGNED TO BRING SPAIN AND THE EEC INTO A CLOSER RELATIONSHIP HAVE FALTERED OVER SEVERAL ISSUES, INTER ALIA, THE RATE AT WHICH THE SPANISH CUSTOMS BARRIERS WOULD BE DISMANTLED BRINGING SPANISH INDUSTRY

INTO DIRECT COMPETITION WITH EC PRODUCERS AND THE EVERPRESENT PROBLEM OF AGRICULTURAL ADJUSTMENTS. BECUASE OF CONCERN OVER THE IMPACT ON SHELTERED SPANISH INDUSTRIES, SPAIN HAS CONSISTENTLY SOUGHT A LONGER STRETCH OUT PERIOD THAN THE MARKET HAS BEEN WILLING TO CONCEDE. OBTAINING AN ENHANCED RELATIONSHIP WITH THE EEC (HOPEFULLY ON TERMS TO HER LIKING) IS A KEY DIMENSION OF SPAIN'S TRADE AND FOREIGN POLICY. SPAIN LIMITED OFFICIAL USE

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HAS BILATERAL TRADE AGREEMENTS WITH THE SOVIET UNION, MANY OF THE EASTERN EUROPEANS, AND CUBA WHICH ARE OF INTEREST TO HER FOR A VARIETY OF REASONS BUT ARE NOT REGARDED AS VITAL. SPAIN HAS CONSISTENTLY PLACED GREAT STRESS ON MAINTAINING CORDIAL RELATIONS WITH THE ARAB STATES AND THE IMPORTANCE OF THIS HAS BEEN MAGNIFIED BY THE ENERGY CRISIS SINCE THE GREAT BULK OF SPAIN'S OIL IS SUPPLIED BY ARAB PRODUCERS. SPAIN'S TRADE WITH THESE COUNTRIES, APART FROM OIL, IS STILL SMALL, BUT THE CORDIAL RELATIONS SHE ENJOYS WITH THEM IS HIGHLY VALUED.

THE PESETA FLUCTUATES WITH THE DOLLAR AND FLOATS AGAINST A "BASKET" OF CURRENCIES FROM ITS PRINCIPAL EUROPEAN TRADING PARTNERS. THE BANK OF SPAIN INTERVENES FROM TIME TO TIME TO ADJUST THE PESETA'S VALUE, BUT THE INTERVENTIONS ARE NOT MASSIVE AND THE FLOAT IS RELATIVELY "CLEAN." THERE IS OCCASIONAL SPECULATION IN BUSINESS AND MEDIA CIRCLES ABOUT THE POSSIBILITY OF DEVALUATION, BUT THIS IS CONSISTENTLY AND STRONGLY DENIED BY THE GOVERNMENT WHICH PROBABLY MEANS WHAT IT SAYS. ALTHOUGH SOME DEPRECIATION THROUGH THE FLOAT MAY OCCUR. IN SHORT, SPAIN DOES NOT RELY MUCH ON FOREIGN EXCHANGE POLICY TO AFFECT ITS TRADE SITUATION AND WE SEE LITTLE LIKELIHOOD THAT IT INTENDS TO IN THE NEAR FUTURE.

ANNEX A.

SPANISH GOVERNMENT OFFICES RESPONSIBLE FOR TRADE POLICY:

MINISTRY OF COMMERCE

DIRECCION GENERAL DE TRANSACCIONES EXTERIORES - APPROVES AND REGISTERS ALL FOREIGN INVESTMENT IN SPAIN AS WELL AS ISSUES ALL LICENSES FOR FOREIGN EXCHANGE.

DIRECCION GENERAL DE POLITICA ARANCELARIA E IMPORTACION -

FORMALLY CHARGED WITH SETTING IMPORT POLICY AND TARIFF SCHEDULES.

DIRECCION GENERAL DE EXPORTACION -

MAIN TRADE PROMOTION OFFICE.

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DIRECCION GENERAL DE POLITICA COMERCIAL -

PLAYS PRIMARY ROLE IN MULTILATERAL AND BILATERAL TRADE NEGOTIATIONS.

INDUSTRIA Y NAVEGACION DE ESPANA -

MAIN SPOKESMAN FOR DOMESTIC BUSINESS INTERESTS.

MINISTRY OF FINANCE

DIRECCION GENERAL DE POLITICA FINANCIERA -

SETS FINANCIAL POLICY INCLUDING MOVEMENT OF FOREIGN EXCHANGE.

DIRECCION GENERAL DE ADUANAS -

COLLECTS DUTIES AND REGISTERS ALL IMPORTS.

BANCO DE ESPANA -

CENTRAL BANK OF SPAIN WHICH CARRIES OUT GOVERNMENT FINANCIAL POLICY.

MINISTRY OF INDUSTRY

DIRECCION GENERAL DE PROMOCION INDUSTRIAL Y TECHNOLOGIA -

FORMULATES AND CARRIES OUT INDUSTRIAL EXPANSION POLICY (USUALLY SET OUT IN DEVELOPMENT PLANS).

MINISTRY OF FOREIGN AFFAIRS

DIRECCION GENERAL DE RELACIONES ECONOMICAS INTERNACIONALES -

INTERMEDIARY BETWEEN FOREIGN AND DOMESTIC COMMERCIAL POLICY.

INTERMINISTERIAL COMMISSION FOR MULTILATERAL TRADE NEGOTIATIONS -

DIRECTOR GENERAL OF COMMERCIAL POLICY (MIN OF COMM)
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DIRECTOR GENERAL OF IMPORTS AND TARIFF POLICY (MIN OF COMM)

DIRECTOR GENERAL OF EXPORTS (MIN OF COMM)

DIRECTOR GENERAL OF TECHNICAL STUDIES (MIN OF COMM)

DIRECTOR GENERAL OF TECHNICAL STUDIES (MIN OF FINANCE)

DIRECTOR GENERAL OF TECHNICAL STUDIES (MIN OF INDUSTRY)

DIRECTOR GENERAL OF TECHNICAL STUDIES (MIN OF AGRICULTURE)

DIRECTOR GENERAL OF INTERNATIONAL ECONOMIC AFFAIRS (MIN OF
FOREIGN AFFAIRS)

BANCO DE ESPANA

THE MINISTRY OF FINANCE ACT AS A "SUPERMINISTRY" OR
MINISTRY OF ECONOMY IN ITS RELATIONS WITH THE ECONOMIC
MINISTRIES. IT IS THE PRINCIPAL OFFICE FOR MAKING ECONOMIC
POLICY, INCLUDING TRADE POLICY. HOWEVER, THE CURRENT
MINISTER OF COMMERCE, JOSE LUIS CERON, A CAREER DIPLOMAT, IS
VARY ABLE, HAS CONSIDERABLE FORCE OF CHARACTER AND APPEARS
TO EXERCISE MORE POWER THAN HIS PREDECESSOR. THE PREPON-
DERANCE OF COMMERCE REPRESENTATIVES ON THE INTERMINISTERIAL
MULTILATERAL TRADE NEGOTIATIONS COMMISSION ALSO SUGGESTS
THAT MINISTRY'S STRONG ROLE IN SETTING TRADE POLICY. THIS
COMMISSION HAS HAD LITTLE EXPERIENCE SO FAR AND ITS REAL
STRENGTH AND INFLUENCE HAS YET TO DEVELOP. THE EMBASSY WILL
WATCH AND REPORT ITS PROGRESS AS A POLICY MAKING BODY.

ANNEX B.

PRINCIPAL SPANISH GOVERNMENT OFFICIALS FOR MULTILATERAL
TRADE NEGOTIATIONS:

MINISTER OF FINANCE, RAFAEL CABELLO DE ALBA Y GRACIA
DIRECTOR OF FINANCIAL POLICY, FRANCISCO MANAS LOPEZ
MINISTER OF COMMERCE, JOSE LUIS CERON AYUSO
DIRECTOR OF IMPORTS AND TARIFF POLICY, JAIME REQUEIJO
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GONZALEA

DIRECTOR OF EXPROTS, LUIS MEDINA PEINADO

DIRECTOR OF EXTERIOR TRANSACTIONS, FELIX VARELA PARACHE
DIRECTOR OF COMMERCIAL POLICY, AGUSTIN HIDALGO DE QUINTANA
SUBDIRECTOR FOR MULTILATERAL COMMERCIAL POLICY, JUAN A.
DEL CASTILLO URRUTIA

MINISTRY OF FOREIGN AFFAIRS

DIRECTOR OF INTERNATIONAL ECONOMIC RELATIONS, RAIMUNDO
BASSOLS JACAS

SUBDIIRECTOR FOR MULTILATERAL ECONOMIC RELATIONS, TOMAS
CHAVARRI DEL RIVERO.
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